### **Our Team**



#### Aurelia Anny S.E., M.M.

Anny is a seasoned executive with over 20 years of experience driving business growth and excellence, commencing her career at Metlife Insurance in 1998, where she achieved the distinction of becoming the youngest manager at 21 and consistently excelled in sales competitions. Leveraging her Master's degree in Business Strategy from Binus Business School, Anny delivers exceptional value in strategic planning, client needs analysis, and creative solution development, with a strong track record of aligning business objectives with organizational goals. As a dedicated educator, she conducts research on young generations and teaches in the Kampus Merdeka program at several Indonesian universities, while also pursuing entrepreneurial ventures as the owner of an art gallery and fine arts school.



# Dr. Mohammad Hamsal,

Hamsal is a seasoned banking and finance executive, trainer, and consultant with over 20 years of experience in various industries, including telecommunications, cement, automotive, and banking. He possesses expertise in corporate strategy, business planning, sustainability, service quality, relationship marketing, ethics, governance, logistics, and organizational development. Hamsal has provided training and consultation services to prominent companies, including Toyota, Honda, and Bank Mandiri, and holds master's degrees in systems engineering, quality management, and marketing from RMIT University and Victoria University, as well as a doctorate in strategic management from the University of Indonesia. Currently, he is an Associate Professor at Bina Nusantara University and actively engaged in financial and business strategy advisory



### Bagas Sweta Bhaskara, S.E., MSi. Principal, Development and

Bagas is a seasoned HR expert with 30+ years of experience driving strategic planning, process mapping, competency modeling, and talent development. His achievements include pioneering Balanced Scorecard integration at TV7 and developing benchmark positions for Kangean Energy. His impressive portfolio spans private and public sectors, including Indonesia's top government institutions. Recently, he successfully designed and delivered leadership training programs for KPC and Thiess, solidifying his reputation as a trusted HR authority.



### Arie Nugroho S.E., M.M.

Marketing Director

Arie Nugroho is a seasoned banking and real estate professional with a background in priority banking at Citibank, where he managed high-net-worth client relationships, monitored and optimized financial portfolios, and provided expert recommendations to mitigate risk. He also served as Principal at Coldwell Banker Property for Central Java. Currently, Arie is the founder and owner of a property development and investment company, leveraging his expertise in financial management, risk mitigation, and real estate to drive business success and growth.



#### **Nurbekti Satrivo**

A Human Resources Management practitioner with years of experiences in some industries especially in palm oil plantation, both local and multinational company. He has done some projects by his knowledge application through Implementation on Quality Management System ISO 9001:2000, Food Safety System - Hazard Critical Control Point (HACCP), Performance Management, Human Resources Policy and Procedures, Competency Based HRM, General Affairs Management. And currently has a BNSP level 4 Training for Trainer Certificate



#### Meirani Khairrunisa

Mei is a rising women leader, armed with a double degree in Industrial Engineering from the University of Arizona and Sampoerna University. With a strong background in business research and innovation from Indosat, and international volunteer experience at the 2018 Asian Games, Mei excels in dynamic environments. At Thiess, she leverages her passion for storytelling to drive impactful results, successfully administering psychometric assessments, initiating onboarding program, and facilitating Diversity, Equity, and Inclusion training, while engaging local communities and mobilizing workforces globally.



#### Achmad Reza Arifiansyah

Reza is a certified learning professional and results-driven HR manager who embodies work-life balance. Leveraging his informatics engineering expertise, he conducts rigorous remuneration analysis to ensure transparent, fair, and sustainable compensation practices. As a skilled facilitator and evaluator, Reza drives talent development and growth, while his passion for singing brings joy and relaxation to those



#### **Jatmiko Saktyartoro**

Miko is a dynamic speaker and entrepreneur who leverages his passion for science, technology, coding, and artificial intelligence to drive innovation. With 16 years of experience as a live reporter, coordinator, and producer at SCTV, Miko has honed his exceptional communication skills, effectively engaging diverse audiences and stakeholders. Now, as a pioneering entrepreneur in algorithmic trading systems, Miko navigates complex business challenges, fostering strategic collaborations and stakeholder engagements.

## **Our Client**



ADIRA













MUFG

























The future of **People** Development

**P.T Anagata Nawa Nusantara** 

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### Introduction

Agatara Consulting & Training is professional service firm dedicated to empowering businesses and individuals to achieve excellence. With a deep understanding of industry challenges, we offer tailored solutions that bridge knowledge gaps, drive innovation, and foster sustainable growth.

Our expert consultants and facilitators bring decades of experience across diverse industries. providing strategic insights and field-tested skill development programs tailored to ensure successful implementation so your organization will thrive in its chosen market.

#### Our Roles as Your Strategic Partner



### The Top 3 Learning & **Development Challenges**

- Establishing future skillsets and sustaining digital transformation while managing organization change and change in L&D role.
- Managing people commitments to training time, personalizing the learning experiences, while ensuring engagement and motivation as well as fostering a learning culture.
- Utilizing data from business operations, scaling the technology stack, implementing Al-enhanced training through classical, virtual and hybrid learning while managing return of training investment (ROTI) and creating positive business impact.

### WHY AGATARA



A PORTFOLIO of 1000+ classes and 500+ companies in various industries



CORE TEAM of consulting and training experts with 20+ years experience



CONTEXTUALIZED PROGRAMS to address organizational needs and personal learning styles

### **KEY STEPS**

#### **Analysis of Needs:**

Identify skill gaps through surveys. performance reviews, and/or focus group discussion

#### **Module Design:**

Determine modules, methods and timeline(e.g., workshops, eLearning, coaching/mentoring) based on actual client need/requirement.

#### **Program Delivery:**

Identify specific employees for training (e.g., new hires, senior managers) with clear, measurable goals (e.g., "Reduce project errors by 20% in 6 months") and implement the design.

#### Evaluation of Result/Impact:

Review program delivery, track progress and measure results (e.g., ROTI, real world impact).

### Consulting

- Strategic Planning
- Marketing & Sales
- **Operations Management**
- **ICT & Technology**
- Change Management
- Performance Management
- Leadership Development
- People Development
- Human Resources Management

### **Training**

#### **TECHNICAL SKILLS**

- Sales, Marketing & Collection Management
- Digital Marketing
- ICT Skills

#### SOFT SKILLS

- Personal Branding & Career
- Selling Skills, Communications, Presentation
- Leadership, Team Building
- Pre-Retirement & Entrepreneurship



# 10 Trending Topics for Employee Development

### Ol Digital Literacy and Technology Adoption

- a. Understanding Al and Automation
- b. Cybersecurity Awareness

06 Corporate Social

a. Creating a Sustainable

b. Social Responsibility

C. Green Initiatives and

Workplace

Sustainability and

Responsibility

Understanding Corporate

- c. Data Analytics for
- Decision-Making

# **02** Remote and Hybrid Work Skills

- a. Best Practices for Remote Collaboration
- b. Time Management and
- Productivity Tools c. Maintaining Work-Life
- Balance in a Hybrid Environment Leadership

the Future

a. Leading Through Change

b. Coaching and Mentorship

c. Developing a Future-Ready

Leadership Mindset

and Uncertainty

Skills

### 03 Emotional Intelligence and Mental Health

- a. Building Resilience in the Workplace
- b. Stress Management Techniques
- c. Fostering Empathy and Emotional Well-being

# 08 Customer-Centric

- a. Understanding Customer
- Experience (CX) Trends b. Utilizing Feedback for Service Improvement
- c. Building Strong Customer Relationships

### O4 Diversity, Equity, and Inclusion (DEI)

- 05 Agile Methodologies and Adaptability a. Understanding Unconscious a. Introduction to Agile Principles and Practices
- b. Creating Inclusive Work

Problem-Solving

a. Techniques for Enhancing

c. Cultural Competency Training

# Market Changes

#### Performance Management and

b. Change Management

Techniques

c. Adapting to Rapid

- a. Setting SMART Goals for Career Growth
- b. Continuous Feedback Mechanisms
- c. Self-Awareness and Personal Development Plans
- b. Collaborating for Innovation c. Design Thinking Methodologies

Creativity